



Doing Business With The Navy



RDML Martin Brown, SC, USN
Deputy Assistant Secretary of the
Navy
(Acquisition Management)
Dec 1, 2004




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- **WELCOME to the DoN Acquisition One Source web site!** The DoN Acquisition One Source site is the integration of the ABM Online, Acquisition Reform, Director Acquisition Career Management, and Strategic Business Management web sites. You may have been redirected here from one of these sites. The site is a valuable source for Navy/Marine Corps acquisition related policy, guidance, news, services, tools, and topic information. The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to you favorites. You can contact us at DoNOneSource@ati4it.com.

- The latest "[Doing Business with the Navy](#)" brief given by RDML Martin Brown on 30 July 2004 at Arlington, TX.

Hot Acquisition Issues

Navy Instruction on Contractor Industrial Labor Relations - In October, 2002, the Department of Navy (DON) published [SECNAVINST 4200.36](#) on its responsibilities with regard to contractor labor-management relations, including DON policies toward contractor labor-management activities and relationships, union access to DON installations, picketing and work stoppages at DON installations, and procedures for setting up reserve gates in response to a contractor labor action. All DON personnel, in particular contracting officers, should be cognizant of these policies and procedures. For further assistance, contact the Dept of the Navy Labor Advisor at NavyLaborAdvisor@navy.mil, or (703) 693-2939.

Desk Guide for Service Contract Price Adjustments- The Department of Navy has published the [Desk Guide for Service Contract Price Adjustments](#) to assist contracting officers in determining contract price adjustments under FAR clause 52.222-43 and 44. This clause applies to fixed price service contracts covered by the Service Contract Act (SCA) and the Fair Labor Standards Act. The guide includes advice on processing price adjustments resulting from SCA-covered collective bargaining agreements. For further assistance, contact the Dept of the Navy Labor Advisor at NavyLaborAdvisor@navy.mil, or (703) 693-2939.

FIND THIS BRIEF AT: www.acquisition.navy.mil



Agenda





Navy Acquisition Environment

SEAPOW 21





Navy Acquisition Environment

SEA ENTERPRISE

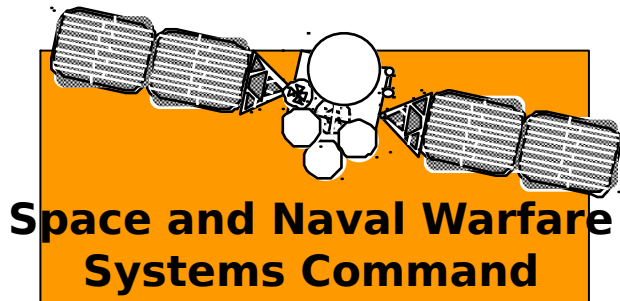




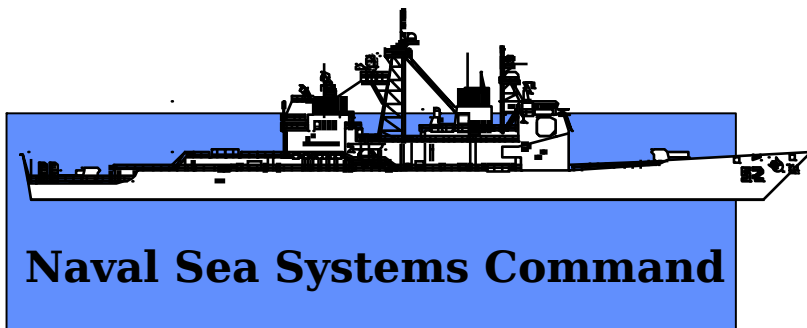
Major Navy Buying Commands



Ms. Barbara Greeley
Director of NAVAIR Small Business
Phone: (301) 757-9044
Fax: (301) 757-9093
barbara.greeley@navy.mil
www.navair.navy.mil



Ms. Marti Schwartz
Director of Small Business Program
(Acting)
Phone: (619) 524-7701
sho@spawar.navy.mil
<https://e-commerce.spawar.navy.mil>

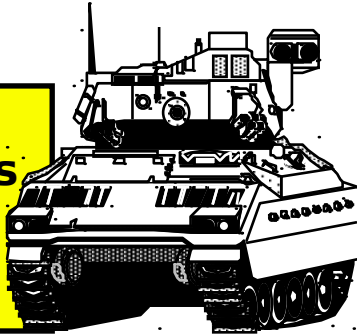


Mr. Sarkis Tatigian
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[www.navsea.navy](http://www.navsea.navy.mil)
[.mil](http://www.navsea.navy.mil)



Major Navy Buying Commands

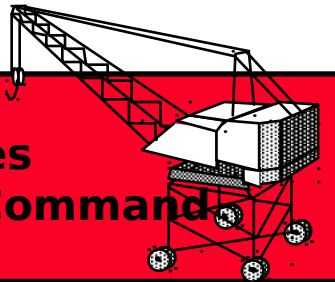
**Marine Corps
Systems
Command**



Ms. Harriett Burton
Deputy for Small Business
Phone: (703) 432 - 3950
Fax: (703) 432-3535
burtonhl@mcsc.usmc.mil

www.marcorsyscom.usmc.mil

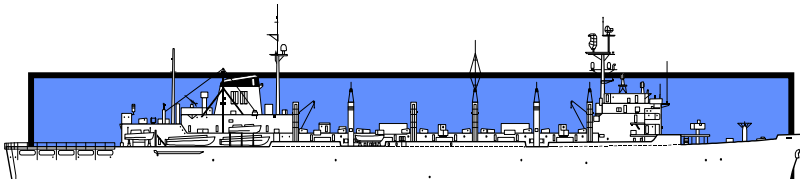
**Naval Facilities
Engineering Command**



Ms. Linda Wright
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linda.g.wright@navy.mil

www.navfac.navy.mil

Military Sealift Command



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david.grove@navy.mil

www.msc.navy.mil/



Major Navy Buying Commands

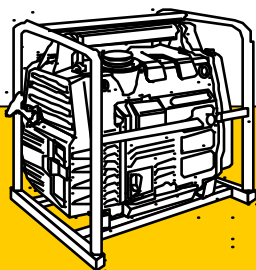


Office of Naval Research

Ms. Genesta S. Belton
Associate Director of Small Business
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Fax: 703-696-4430

beltong@onr.navy.mil

www.onr.navy.mil



**Naval Supply
Systems Command**

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**Associate Director of Small
Business**

Phone: (717) 605-3575

Fax: (717) 605-1102

mark.opilla@navy.mil

www.navsup.navy.mil



Resale Opportunities

✓ Exchanges

☐ www.navy-nex.com



☐ <http://www.usmc-mccs.org/busops/Retail/main.asp>

☐ www.aafes.com



✓ Defense Commissary Agency (DECA)

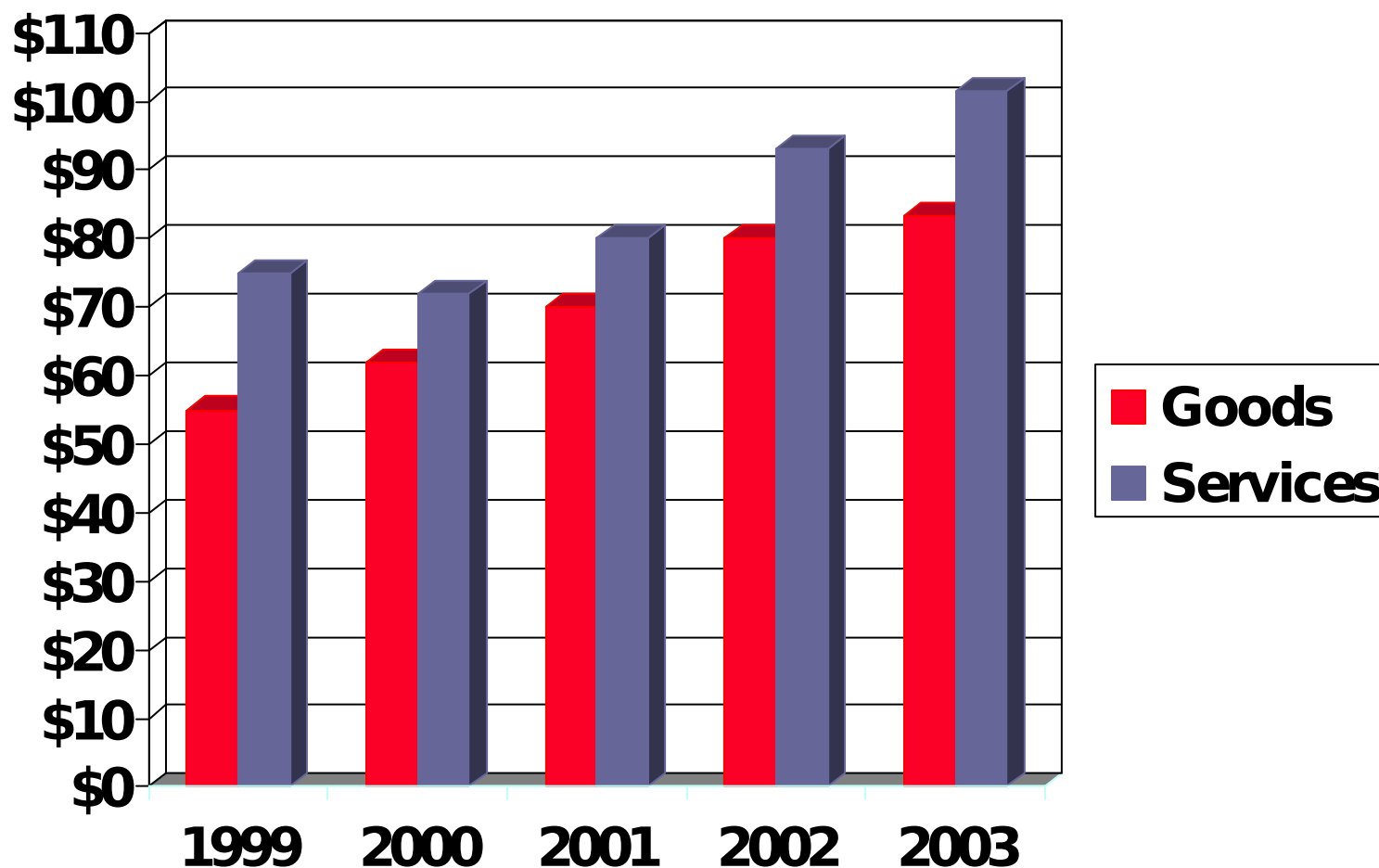
☐ www.commissaries.com/





DoD Expenditures in the U.S. Trend of Goods and Services

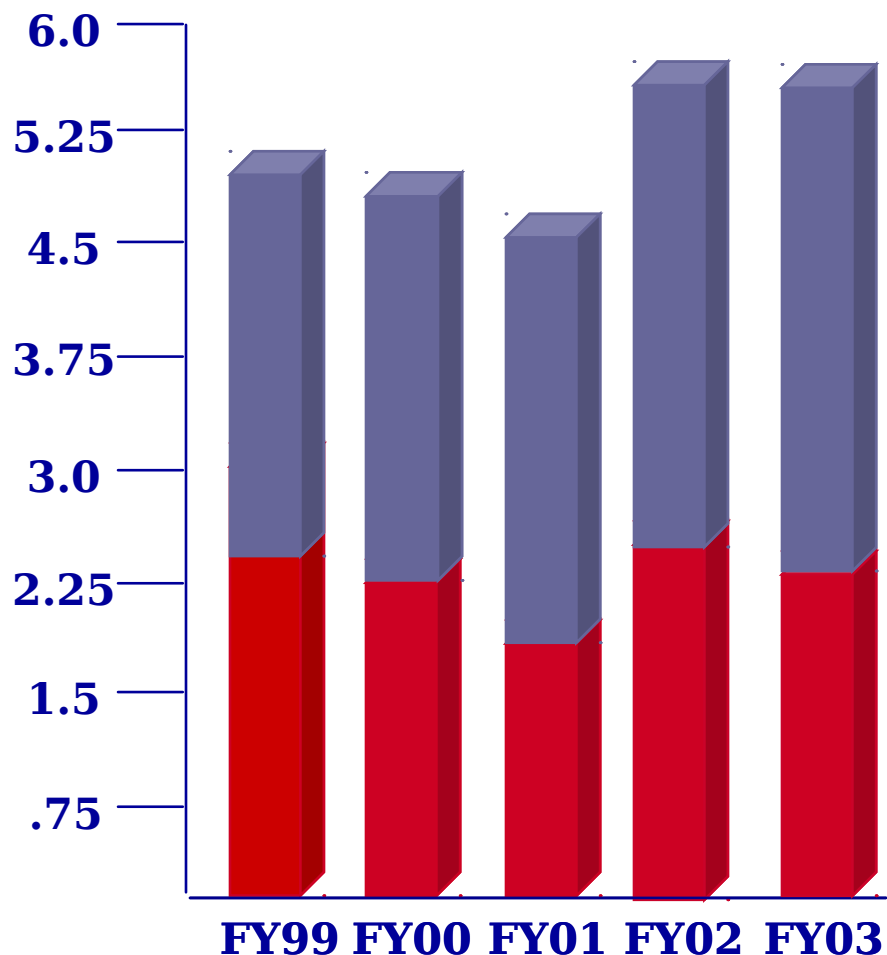
Dollars in Billions



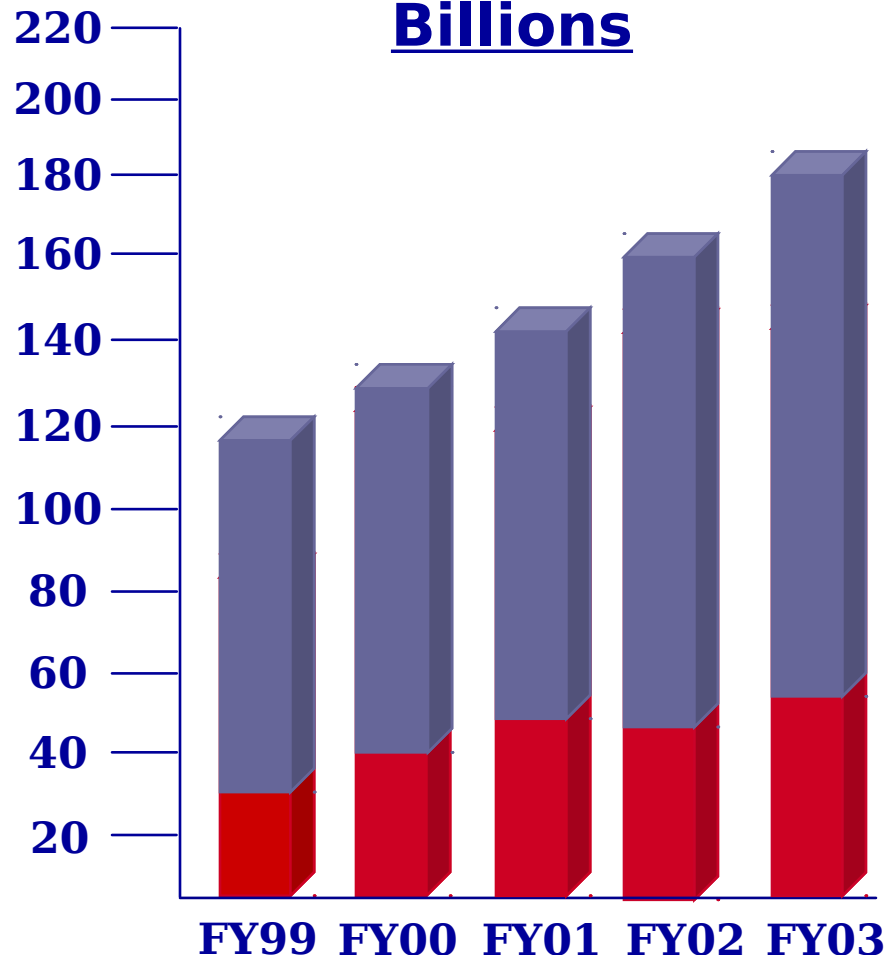


DoD Small Business Trends in the US

No. Awarded In Millions



\$ Awarded in Billions



**Large
Business**

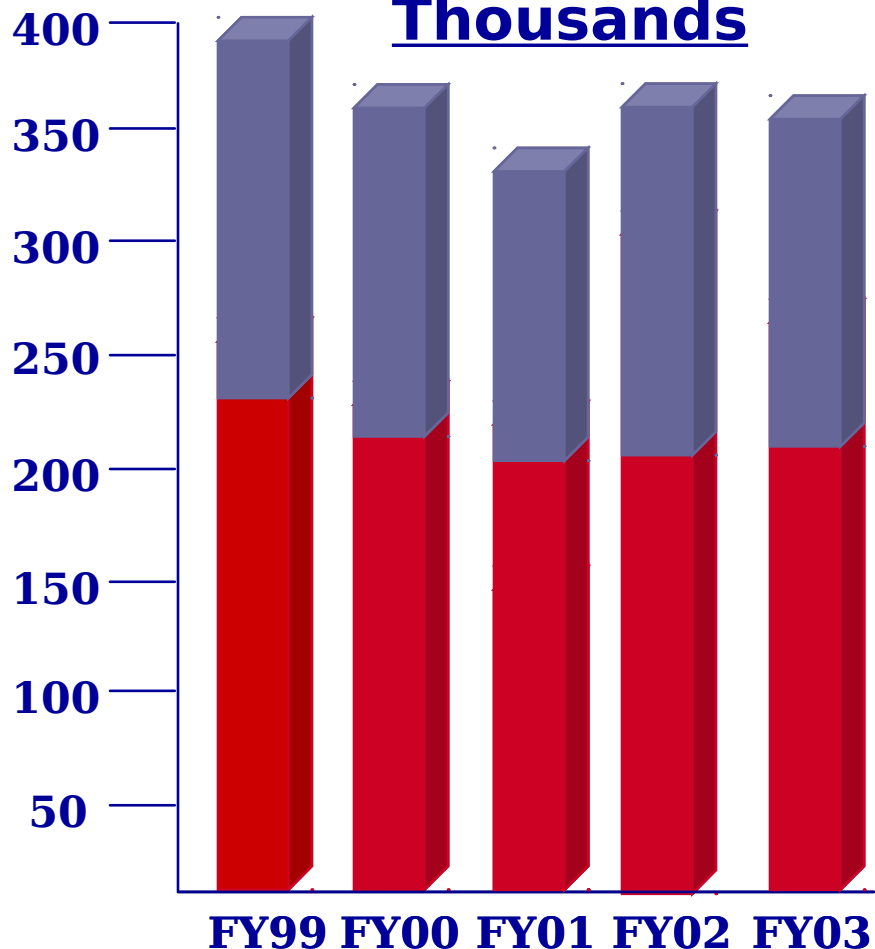


**Small
Business**

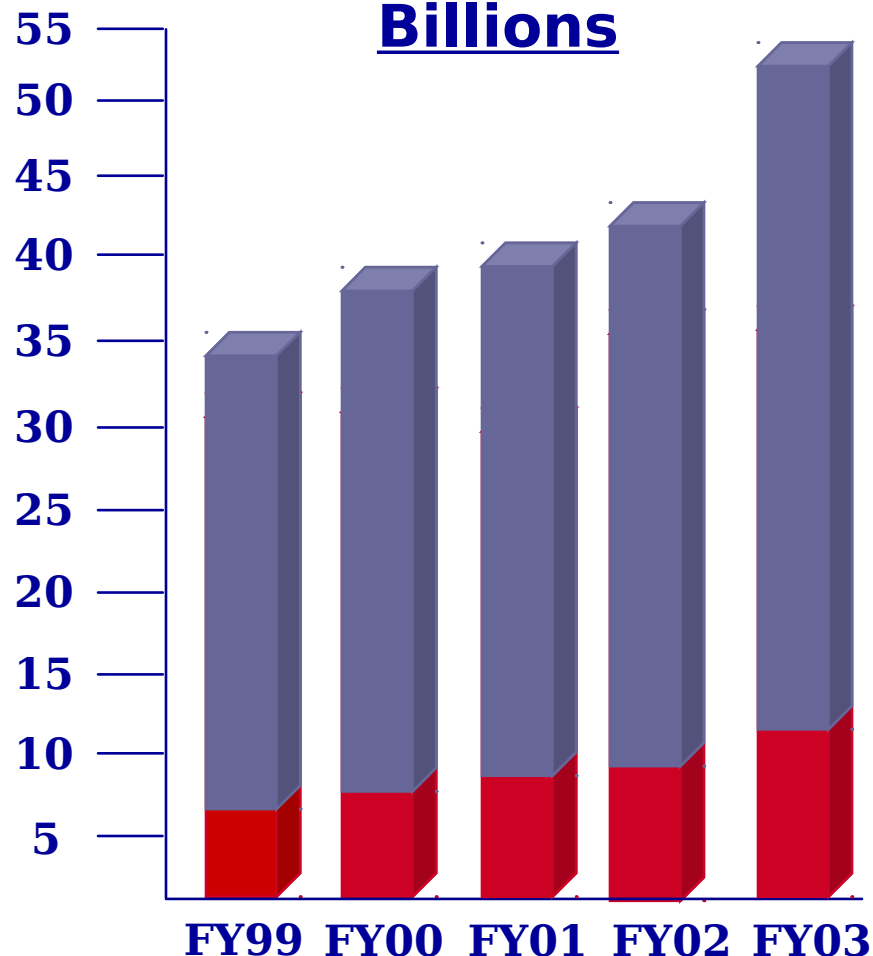


DoN Small Business Trends in the US

**No. Awarded In
Thousands**



**\$ Awarded in
Billions**



**Large
Business**

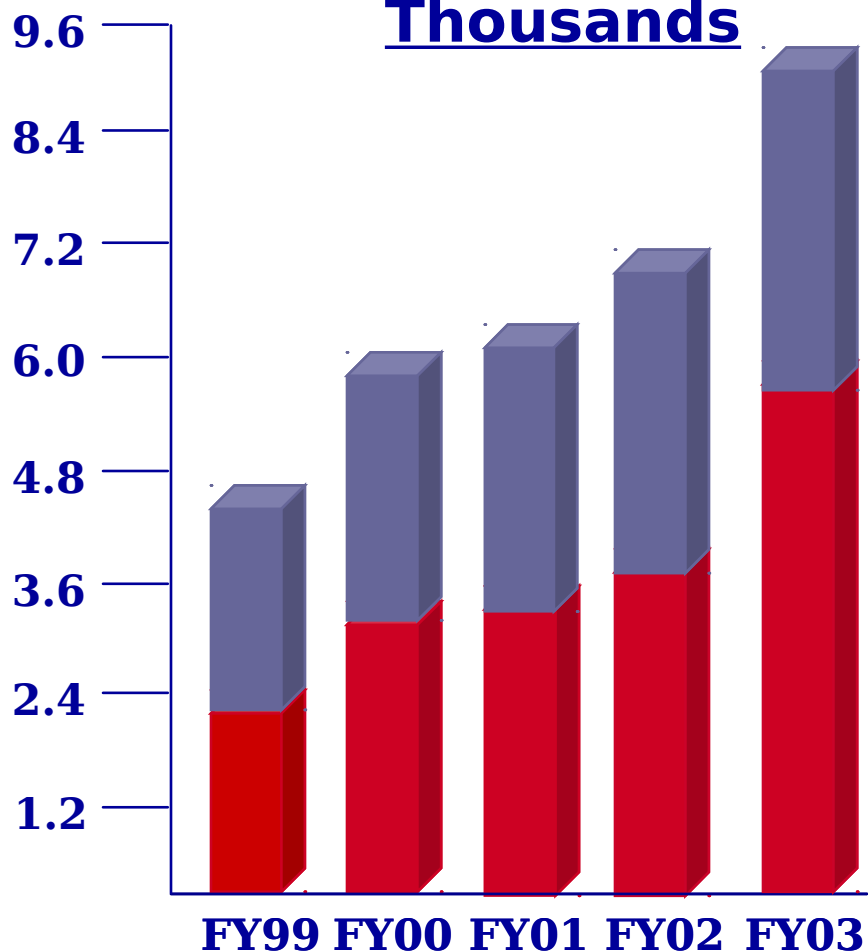


**Small
Business**

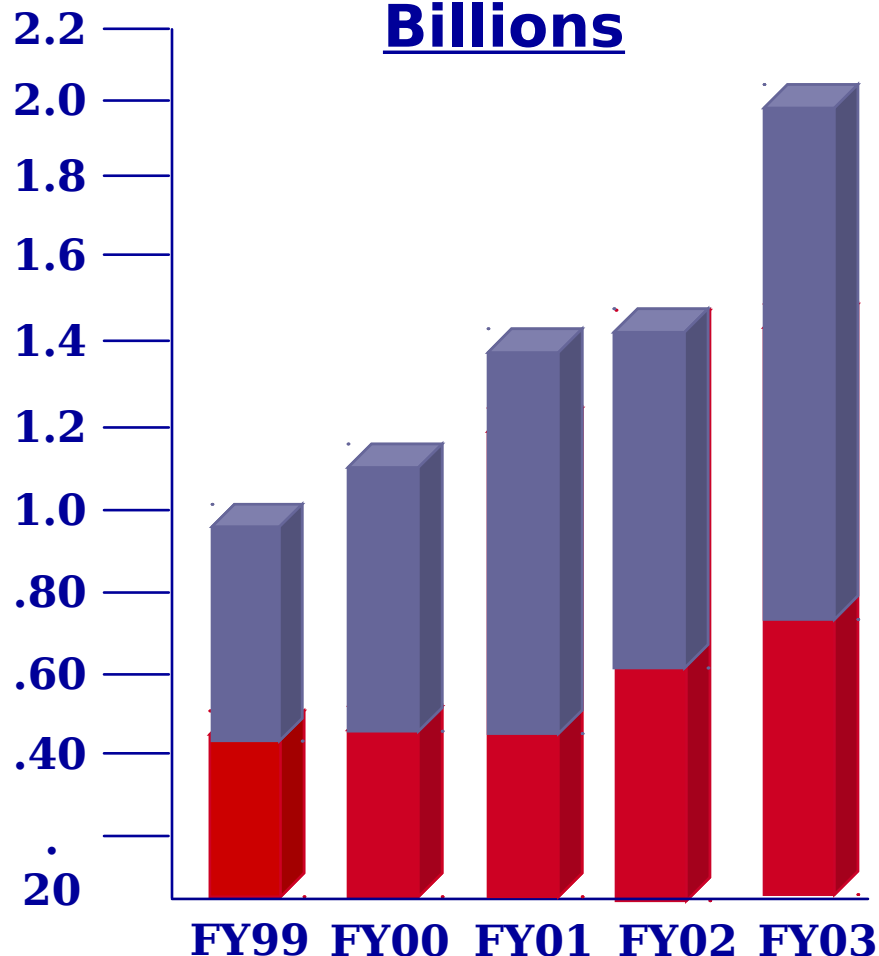


DoD Small Business Trends in North Carolina

**No. Awarded In
Thousands**



**\$ Awarded in
Billions**



**Large
Business**

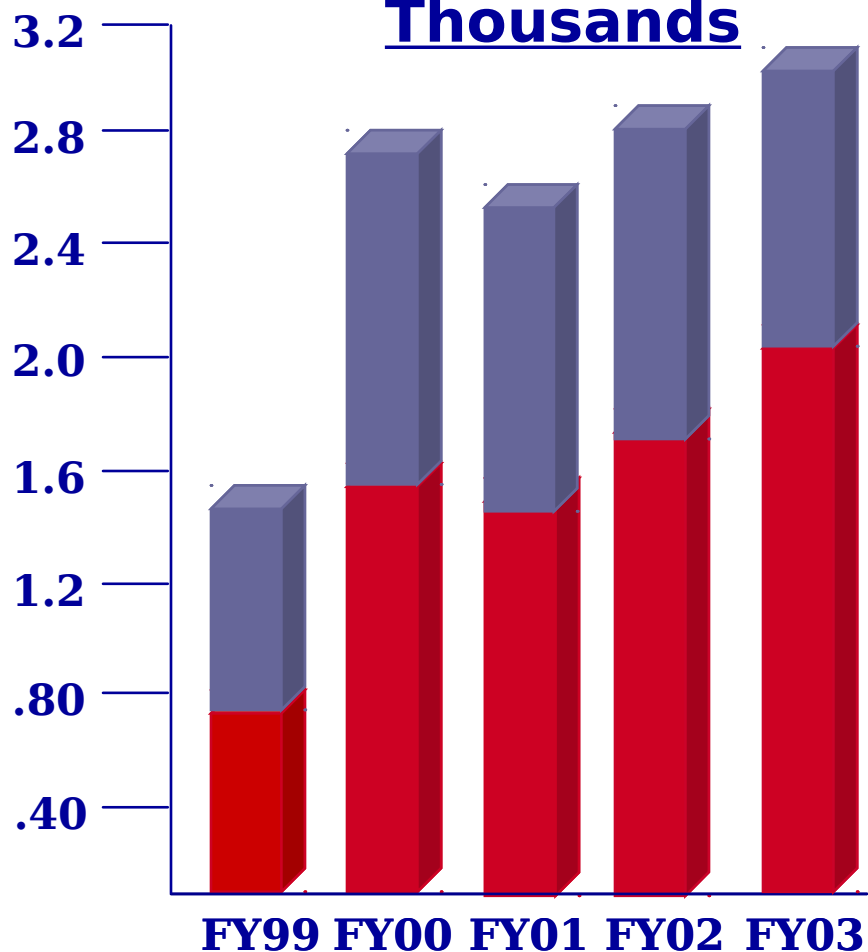


**Small
Business**

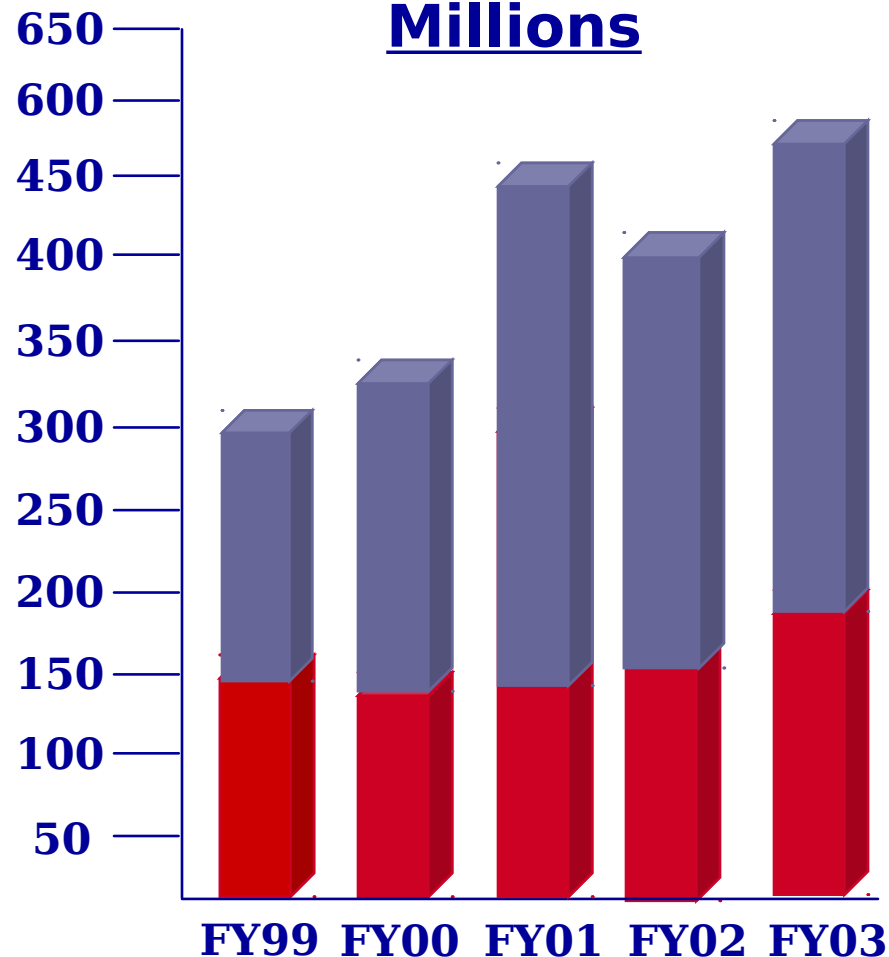


DoN Small Business Trends in North Carolina

**No. Awarded In
Thousands**



**\$ Awarded in
Millions**



**Large
Business**

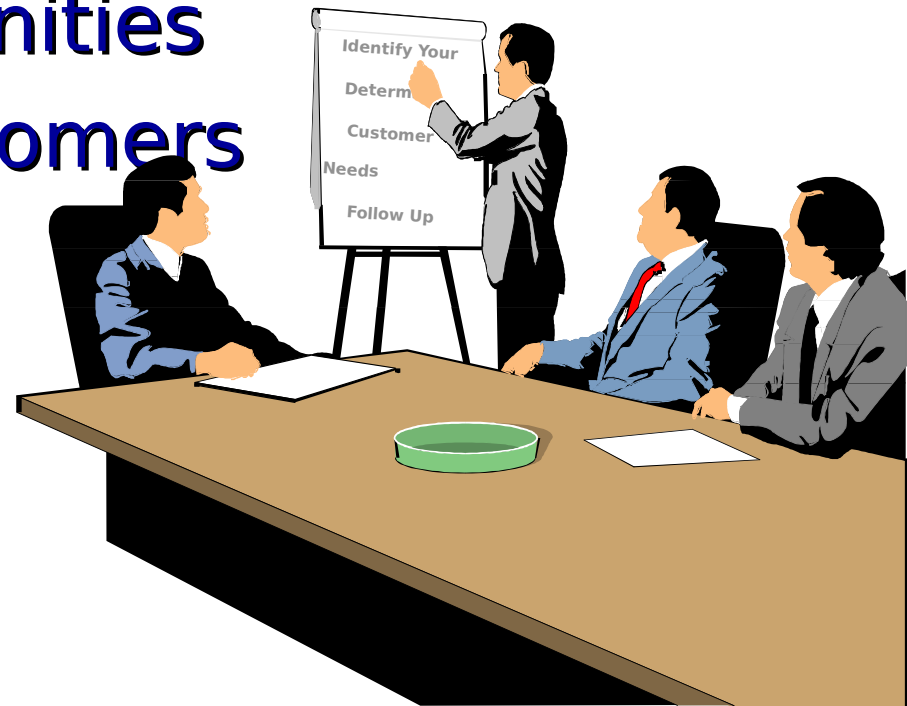


**Small
Business**



How To Market Your Business

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About Special Programs**
- **Seek Assistance**





Register Your Firm and Your Products

◆ Register Your Company

✓ Obtain Data Universal Numbering Systems (DUNS)

❑ http://www.dnb.com/US/duns_update/index.html

✓ Obtain Commercial and Government Entity (CAGE) Code

❑ <http://www.dlis.dla.mil/cageserv.asp>

✓ Register in the DoD Central Contractor Registration (CCR) System

❑ www.ccr.gov

✓ Federal Supply Classification Code

❑ www.scrantonrtg.com/secrc/fsc-codes/fsc.html

✓ North American Industry Classification System (NAICS)





Get Acquainted with the Procedures

✓ **Federal Acquisition Regulation (FAR)**

☐ **www.arnet.gov/far**

✓ **Defense Federal Acquisition Regulation Supplement (DFARS)**

☐ **www.acq.osd.mil/dpap/dfars/index.htm**

✓ **Navy Marine Corps Acquisition Regulation Supplement (NMCARS)**

www.acquisition.navy.mil/navyaos/content/view/full/3



✓ Other Navy

✓ Other Services



ST28 Report - Sorted by FSC





Find Specific Opportunities

✓ Navy Electronic Commerce Online (NECO)

☐ www.neco.navy.mil

✓ Federal/DoD Business Opportunities

☐ www.fedbizopps.gov

☐ www.emall.dla.mil



✓ <http://progate.daps.dla.mil/home/> Subcontracting Resources



☐ www.acq.osd.mil/sadbu/publications/subdir/index.html
☐ www.sba.gov/GC/indexcontacts-sbsd.html



Make It Easy For Your Customers

✓ Federal Supply Schedules (FSS)

❑ www.fss.gsa.gov

✓ Government Charge Card Program

❑ www.fss.gsa.gov

> Using GSA > GSA SmartPay



Small Business Emphasis Programs

- ✓ **Mentor-Protégé**
- ✓ **Small Business Innovation Research**
- ✓ **Women-owned Small Business Program**
- ✓ **Hub Zones**
- ✓ **HBCU and other Minority Institutions Program**
- ✓ **Veteran Owned Small Business Program**
- ✓ **Native American Incentives**

www.acq.osd.mil/sadbu/overview/index.htm



Business Partner Network

Business Partner Network - Microsoft Internet Explorer

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Address <http://bpn.gov/> Go



www.bpn.gov

Go Directly To:

- Central Contractor Registration (CCR)
- Federal Agency Registration
- Online Representations and Certifications Application (ORCA)
 - Vendor
 - Public
- Past Performance Information Retrieval System (PPIRS)
- Excluded Parties Listing System
- EEO Pre-Award Clearance

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key data bases across Federal Agencies.



CCR FedBizOpps

SBA

PPIRS
PAST PERFORMANCE
INFORMATION RETRIEVAL SYSTEM

FIRSTGOV
Your First Click to the U.S. Government

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					



www.bpn.gov



Available Help - SBA



***Offices Providing Assistance
To Small Businesses For
Defense Procurement***

**Small Business Administration
6302 Fairview Road, Suite 300
Charlotte, NC 28210
Phone: (704) 344-6563
Fax: (703) 344-6769**

www.sba.gov



Area DoD Small Business Representatives

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Marine Corps

Ms. Kathy Rogers

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Navy

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Major Rozier

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Pope AFB

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Base Operating Support

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grissoml@bragg.army.mil

Army

Ms. Karen Glass

Supplies & Services

Special Ops, FT Bragg

Phone: (910) 432-6145

glasska@soc.mil



Area Procurement Technical Assistance Centers

**University of North Carolina
Procurement Technical Assistance Center
5 West Hargett Street
Suite 600
Raleigh, NC 27601-1348**

Mr. Tom Elam

Phone: (919) 715-7373

telam@sbtdc.org

www.sbtdc.org



NC Military Business Center

- **Status**
 - **State-funded, \$1.8M (FY05)**
 - **Mandate**
 - **Statewide services**
 - **Leverage Community College System/SBCs**
 - **Hub at Fayetteville Technical Community College (FTCC)**
- **Objectives**
 - **Contracts - increase DoD/Gov't business for NC companies**
 - **Revenues - increase Federal revenues in NC**
 - **Jobs - increase employment opportunities for NC residents**

POCs

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Phone: (919) 678-8466

Mr. Scott Dorney, CCBC
sdorney@ccbusinesscouncil.org
Phone: (910) 484-4242 X249



Share Your Thoughts

Navy Small and Disadvantaged Business Utilization (SADBU)

Washington Navy Yard, Building 36

720 Kennon St., SE

Washington, D.C. 20374-5015

Phone: (202) 685-6485

Fax: (202) 685-6865

www.hq.navy.mil/sadbu



Doing Business With The Navy

Web Sites to Remember...



www.acquisition.navy.mil

(site for this presentation)

www.acq.osd.mil/sadb

www.hq.navy.mil/sadb

www.gsa.gov

www.bpn.gov

www.sba.gov

www.fedbizopps.gov



Doing Business With The Navy



Thank You, Senator Dole



Doing Business With The Navy

BACK-UP



Small and Disadvantaged Business Utilization Program

Department of the Navy SADBUs

Policy -

- **Promote Maximum Utilization of Small Business Concerns in Navy Contracts**
- **Provide Small Business Concerns Maximum, Practicable Opportunity to Participate as Subcontractors in Prime Contracts Awarded to Major Prime Contractors**





Small Business Improvement Plan

- **Five Initiatives:**
 - **Improve Program Manager Awareness of Small Business Solutions.**
 - **Coordinated Outreach & Training of Specific Underutilized Small Business Groups.**
 - **Improve Small Business Awareness of Procurement Opportunities in DON.**
 - **Improve Measurement of Subcontract \$ to Small Business.**
 - **Competitive Acquisitions for Services with FSS Shall Include at Least One Small Business.**



Issues Impacting Small Business Statistics

- ✓ **Contract Bundling**
- ✓ **Acquisition of Small
Businesses
by Large Businesses**



Recent Legislation Impacting Small Business

- **Wide Area Work Flow**

- Electronic Billing**

- ❑ <http://www.dcma.mil/DCMAHQ/cntr-dcmac-j/index.htm>

- **Services Acquisition Reform Act**

- Incentives Performance-Based Contracting**
Authorizes T&M and Labor-Hour Contracts

- Extends Simplified Contract**

- ❑ **Procedures**
http://www.house.gov/rules/H1588_CR.PDF
Expands Definition of Commercial Items



New Small Business Issues

- **New Streamlined & Simplified Small Business Size Standards**
- **Procurement Program for Service-Disabled Veteran-Owned Small Business Concerns**

❑ **www.acq.osd.mil/sadbu/**

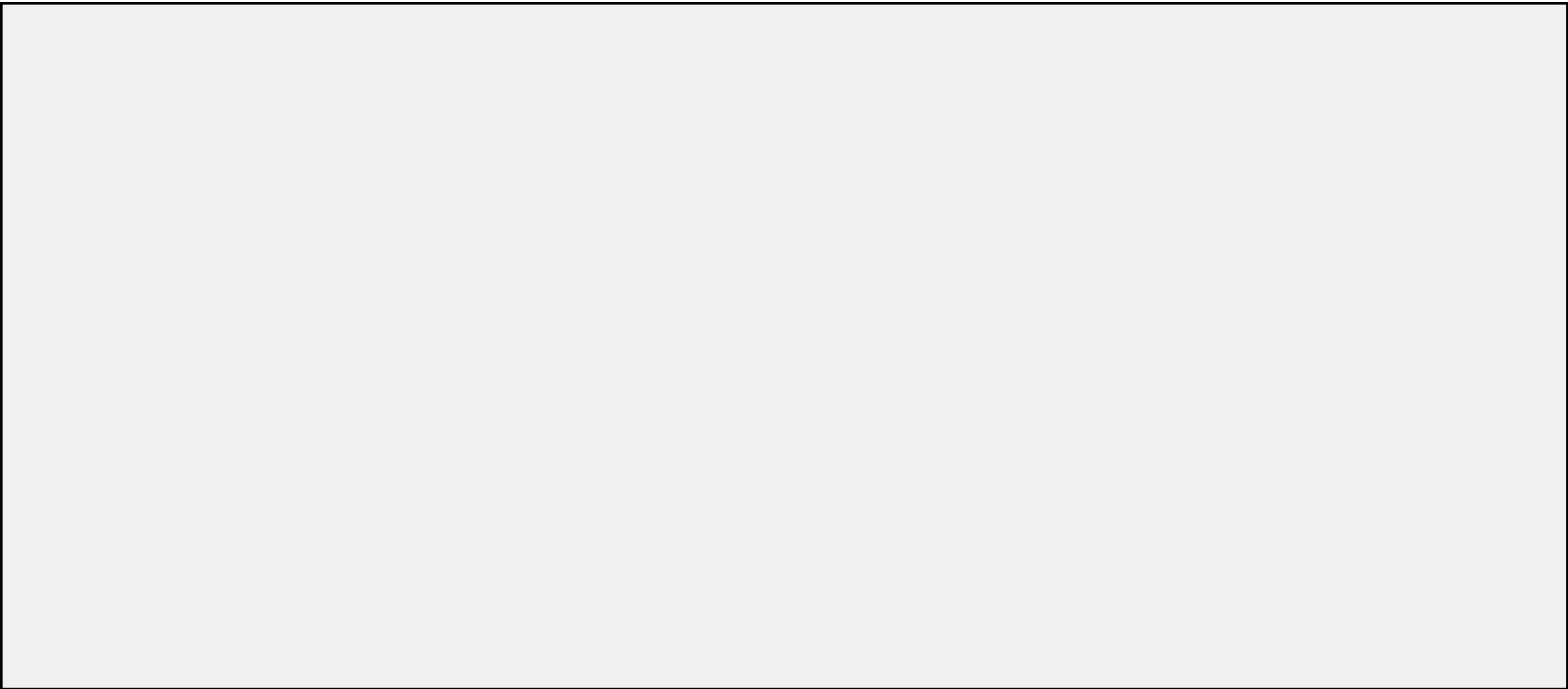


SMALL BUSINESS INNOVATION RESEARCH (SBIR)

- ✓ **Provides up to \$850K in Seed Money for Research in 30 Science and Technology Areas**
- ✓ **Firms Retain Intellectual Data Rights**
- ✓ **Competitive but Simple**
- ✓ **Restricted to Firms of 500 or fewer Employees**



www.acq.osd.mil/sadbu/sbir



■ Not Qualified ■ Qualified by Income ■ Qualified by Unemployment Rate ■ Redesignated
■ Qualified by Income & Unemp. Rate ■ Unqualified Census Tract ■ Qualified Census Tract ■ Indian Reservation

<https://eweb1.sba.gov/hubzone/internet/>



Doing Business With The Navy

ASSOCIATE DIRECTORS OF SMALL BUSINESS

UIC	Activity	Appointee	Email	Telephone	Fax
N00019	NAVAIR	Barabara Greeley	barabara.greeley@navy.mil	(301) 757-9044	(301) 757 9093
N00025	NAVFAC	Linda Wright	linda.g.wright@navy.mil	(202) 685-9129	(202) 685-1485
N00024	NAVSEA	Sarkis Tatigian	tatigianS@navsea.navy.mil	(202) 781-3965	(202) 781-4772
N00023	NAVSUP	Mark Opilla	mark.opilla@navy.mil	(717) 605-3575	(717) 605 1102
N00039	SPAWAR	Marti Schwartz	sbo@spawar.navy.mil	(619) 524-7701	(619) 524-3165
M00027	MARCORSYSCOM	Harriett Burton	burtonhl@mcsc.usmc.mil	(703) 432-3950	(703) 432-3535
M767004	MARCORLOGCOM	Martha Glasscock	martha.glasscock@usmc.mil	(229) 639-6738	(229) 639-6719
N00033	MSC	Dave Grove	David.Grove@navy.mil	(202) 685-5554	(202) 685-5515
N00014	ONR	Genesta Belton	beltong@onr.navy.mil	(703) 696-4511	(703) 696-4430
	SBIR	Vincent Schaper	schapev@onr.navy.mil	(703) 696-8528	(703) 696-4884
	HBCU/MI/TCU	Anthony Junior	juniora@onr.navy.mil	(703) 696-0453	(703) 696-4430
N00030	SSP	Cheryl Ann Tryon	SP1012@ssp.navy.mil	(202) 764-0906	(202) 764-2085

DEPUTIES FOR SMALL BUSINESS SELECTED CONTRACTING OFFICES (>\$50M, <\$100M)

UIC	Activity	Appointee	Email	Telephone	Fax
N32204	MSC Virginia Beach	Brenda Davis	brenda.davis@navy.mil	(757) 417-4660	(757) 417-4655
N69272	ROICC Kings Bay	Renee Hickson	renee.hickson@navy.mil	(912) 573-4653	(912) 573-2203
N65538	Naval Sea Logistics Center	Diane J. Pier	PierDJ@navsea.navy.mil	(717)-605-2503	(717) 605-3995
N62670	SUPSHIP Jacksonville	Ron Patronik	patronikrd@supship.navy.mil	(904) 270-5741	(904) 270-5056
N62799	SUPSHIP Puget Sound	Joseph B. Fallica	fallicajb@supship.navy.mil	(360) 476-4556	(360) 4764930
N61331	NSWC Panama City	Johnny Peace	johnny.peace@navy.mil	(850) 234-	(850) 230-7073



Doing Business With The Navy

DEPUTIES FOR SMALL BUSINESS MAJOR CONTRACTING OFFICES (>\$100M)

UIC	Activity	Appointee	Email	Telephone	Fax
N00178	NSWC Dahlgren Division	Bob Ashley	robert.e.ashley@navy.mil	(540) 653-4806	(540) 653-4089
N63394	NSWC Port Hueneme Division	Eric Duncan	eric.duncan@navy.mil	(805) 228-0372	(805) 228-6147
N65540	NSWC Carderock Division	Theodore Ptashkin	PtashkinTR@nswccd.navy.mil	(215) 897-7596	(215) 897-7053
N66604	NUWC Newport	Dave Rego	regodj@npt.nuwc.navy.mil	(401) 832-1766	(401) 832-4820
N00383	NAVICP Philadelphia	Nina Evans	nina.evans@navy.mil	(215) 697-4950	215) 697-9286
N62678	SUPSHIP Portsmouth VA	Phillip Fields	phillip.r.fields@navy.mil	(757) 396-5041ext 433	(757) 396-1762
N26791	SUPSHIP San Diego	Donald Mansfield	donald.e.mansfield@navy.mil	(619) 556-1169	(619) 556-2331
N26791	SUPSHIP San Diego	Penny Estrada	penny.estrada@navy.mil	(619) 556-1336	(619) 556-2331
N62791	SUPSHIP Newport News	Nadine Knowlin	knowlinnf@supship.navy.mil	(757) 688-9280	(757) 688-0912
N62795	SUPSHIPS Pascagoula	Ken Inman	inmankl@supship.navy.mil	(228) 769-4354	(228) 769-4178
	Commander, Navy Region NE	Tom Ott	procurement@subasenlon.navy.mil	(860) 694-4821	(860) 694-4251
N00104	NAVICP Mechanicsburg	Helen Katz	helen.katz@navy.mil	(800) 309-1375	(717) 605-4858
N00189 N00181 N00600	FISC Norfolk	Linda Owen	linda.owen@navy.mil	(757) 443-1435	(757) 443-1355
N00140	FISC Norfolk, Philadelphia Det	Gerald Furey	gerald.furey@navy.mil	(215) 697-9555	(215) 697-9554
N00244 N00406 N00604	FISC San Diego FISC Puget Sound FISC Pearl Harbor	Gary P. Thomas	gary.p.thomas@navy.mil	(619) 532-3439	(619) 532-3437
N62645	NAVMEDLOGCOM Ft. Detrick	Tim Moffatt	tjmoffatt@nmlc.med.navy.mil	(301) 619-7468	(301) 619-6793
N66001	SAPWAR SSC SAN Diego	Susan Burrows	susan.burrows@navy.mil	(619) 553-4327	(619) 553-4827
N65236	SPAWARSYSCEN Charleston	Phyllis Howell	phyllis.howell@navy.mil	(843) 218-5115	(843) 218-5266



Doing Business With The Navy

DEPUTIES FOR SMALL BUSINESS MAJOR CONTRACTING OFFICES (>\$100M)

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N00421	NAWC-AD Patuxent River	JoAnn Gough	joann.gough@navy.mil	(301) 757-9087	(301) 757-9093
N61339	NAWC TSD Orlando	Argentina Thompson	argentina.thompson@navy.mil	(407) 380-8253	(407) 380-4487
N68335	NAWC-AD Lakehurst	Patricia Kohanyi	patricia.kohanyi@navy.mil	(732) 323-7535	(732) 323-2908
N88936	NAWC-WD China Lake& Point Mugu	Pam Lochhead	pamela.lochhead@navy.mil	(760) 939-2712	(760) 939-8329
N88936	NAWC-WD China Lake& Point Mugu	Janet Hand	janet.e.hand@navy.mil	(760) 939-2712	(760) 939-8329
N62467	NAVFAC Southern Division	Robin Brown	robin.brown1@navy.mil	(843) 820/5935	(843) 820-7438
N62470	NAVFAC Atlantic Division	Barb Taylor	barbara.n.taylor@navy.mil	(757) 322-4065	(757) 322-4068
N62472	NAVFAC Northern Division	Jerry Chapman	jerry.chapman@navy.mil	(610) 595-0629	(610) 595-0644
N62742	NAVFAC Pacific Division	Floria Pang	floria.pang@navy.mil	(808) 474-4577	(808) 474-3387
N68711	NAVFAC Southwest Division	Frances Hunter	frances.hunter@navy.mil	(619) 532-2877	(619) 532-3358
N44255	NAVFAC EFA Northwest	Mary Joe Juarez	mary.juarez@navy.mil	(360) 396-0038	(360) 396-0856
N62474	NAVFAC EFA West	May Walker	may.walker@navy.mil	(650) 746-7472	(650) 244-2635
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N62766	PWC Guam	Peggy Williams	Margaret.williams@pwc.guam.navy.mil	(671) 339-7090	(671) 339-4955
N00174	NSWC Indian Head Division	Donna Feaganes	Feaganesdl@ih.navy.mil	(301) 744-6604	(301) 744-6620
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M60169	Marine Corps Contracting Office, Marine Corps Air Station Beaufort, SC	Wayne Donaldson	wayne.donaldson@usmc.mil	(843) 228-7428	(843) 228-7268	
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M68522 M67386	Regional Contracting Office Midwest	Ms. Sandra Brackney	brackneysk@mcsa.usmc.mil	(816) 843-3710	(816) 843-3730	
	Regional Contracting Office Southwest, Camp Pendleton	Ms. Terry Zimmerman	zimmermante@pendleton.usmc.mil	(760) 725-8457	(760) 725-4346	
M62613	Marine Corps Contracting Office, Marine Corps Air Station Iwakuni	Peter Henneberry	henneberry@iwakuni.usmc.mil	011-81-611-753-6551	315-253-4594	